## **ORDER**

**Orders** Order / Rev: 1277089 08328272 Alt Order #: HURD-CONGRESS 11/1 Product Desc: **KENS** Estimate: N01N08 Flight Dates: 11/01/16 - 11/08/16 Primary AE: Robert Langer Sales Office: T-WAS Original Date / Rev: 07/19/16 / 10/31/16 Order Type: Political Sales Region: NAT Agency Name: Smart Media Group Inc/ POL **Buying Contact:** Billing Type: Cash Billing Contact: Billing Calendar: Broadcast 1427 Leslie Avenue Billing Cycle: **WEEKLY** Alexandria, VA 22301 Agency Commission: 15% Advertiser **Hurd for Congress** New Business Thru: Name: Demographic: A35+ Order Separation: 00:15:00 **Product Codes:** PL-US House Representative Advertiser External ID: 51949 P04-GB Priority: Agency External ID: 7611AG Unit Code: Revenue Codes: AGY, (POL) Political, (POL) Candidate General

## Bill Plan

## Start Date End Date # Spots Gross Amount Net Amount 10/31/16 11/06/16 37 \$23,770.00 \$20,204.50 11/07/16 11/13/16 4 \$1,880.00 \$1,598.00

Totals				
Month	# Spots	Gross Amount	Net Amount	Rating
November 2016	41	\$25,650.00	\$21,802.50	181.40
Totals	41	\$25,650.00	\$21,802.50	181.40

## **Account Executives**

Account Executive	Sales Office	Sales Region	Start Date / End Date	Order %
Robert Langer			Start Of Order - End Of Order	100%

Order Share	Share	Total
KENS	32%	\$25,650.00
Market	100%	\$80,156.25

Competitive Share	Share	Total
CABLE	0%	\$0.00
KABB	11%	\$8,817.19
KCWX	0%	\$0.00
KHCE	0%	\$0.00
KLRN	0%	\$0.00
KMYS	0%	\$0.00
KPXL	0%	\$0.00
KSAT	36%	\$28,856.25
KTRG	0%	\$0.00
KVAW	0%	\$0.00
KVDA	0%	\$0.00
KWEX	0%	\$0.00
KXTM	0%	\$0.00
UNKWN	0%	\$0.00
WOAI	21%	\$16,832.81

	Ln	Ch	Start	End	Inventory Code	Break	Start/End Tin	ne Days	Len Sp	ots	Rate Pri Rtg Type	Spots	Amount
•	E 1	All	11/04/16	11/04/16	Jeopardy 430-5p Jeopardy 430-5p	CM	430-5p	1	:30	1	\$320.00P04-( 3.90 NM	1	\$320.00
		Stor	t Data I	End Data	Wookdaye	Spots/Mook	Pato	Dating				i	

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**KENS** 

Order / Rev: 1277089

Advertiser: Hurd for Congress

Alt Order #: 08328272 Product Desc: HURD-CONGRESS 11/1

Flight Dates: 11/01/16 - 11/08/16 Estimate: N01N08

Ln	Ch	Start	End	Inventory Code	Break	Start/End	Time	Days	Len S	pots	Rate Pri	Rtg Type	Spots	Amount
E 1	All	11/04/1	16 11/04/16	Jeopardy 430-5p Jeopardy 430-5p	CM	430-5p		1	:30	1	\$320.00P04	-( 3.90 NM	1	\$320.00
We	<u>Sta</u> eek: 10	art <u>Date</u> /31/16	End Date 11/06/16	<u>Weekdays</u> 1	Spots/Week 1	<u>Rate</u> \$320.00	Ratir 3.	<u>ng</u> 90						
E 2	All	11/04/1	6 11/04/16	Local News @ 6p Local News @ 6p		6-630p		1	:30	1	\$500.00P04	-C 5.40 NM	1	\$500.00
We	<u>Sta</u> eek: 10	art <u>Date</u> /31/16	End Date 11/06/16	<u>Weekdays</u> 1	Spots/Week 1	<u>Rate</u> \$500.00	<u>Ratir</u> 5.	<u>ng</u> 40						
E 3	All	11/04/1	16 11/04/16	Local News @ 6a		6-7a		1	:30	1	\$240.00P04	-C 3.60 NM	1	\$240.00
W	<u>Sta</u> eek: 10	art Date	End Date 11/06/16	Weekdays	Spots/Week	<u>Rate</u> \$240.00	Ratir	<u>ng</u> 60						
E 4	All		16 11/04/16	Wheel of Frtune 6	30-7p CM	630-7p		1	:30	1	\$760.00P04	-( 7.10 NM	1	\$760.00
We	<u>Sta</u> eek: 10	art Date /31/16	End Date 11/06/16	<u>Weekdays</u> 1	Spots/Week 1	<u>Rate</u> \$760.00	<u>Ratir</u> 7.	<u>ng</u> 10						
E 5	All	11/04/1	16 11/04/16	CBS This Morning		7-9a		1	:30	1	\$120.00P04	-( 2.10 NM	1	\$120.00
We	<u>Sta</u> eek: 10	art Date /31/16	End Date 11/06/16	<u>Weekdays</u> 1	Spots/Week 1	<u>Rate</u> \$120.00	<u>Ratir</u> 2.	<u>ng</u> 10						
E 6	All	11/04/1	16 11/04/16	Fri Prime B Hawaii 5-0	CM	8-9p		1	:30	1	\$1,160.00P04	-( 7.10 NM	1	\$1,160.00
We	<u>Sta</u> eek: 10	art Date /31/16	End Date 11/06/16	<u>Weekdays</u> 1	Spots/Week 1	Rate \$1,160.00	<u>Ratir</u> 7.	<u>ng</u> 10						
E 7	All	11/04/1	16 11/04/16	Fri Prime C Blue Bloods	СМ	9-10p		1	:30	1	\$1,080.00P04	-( 7.20 NM	1	\$1,080.00
We	<u>Sta</u> eek: 10	art Date /31/16	End Date 11/06/16	<u>Weekdays</u> 1	Spots/Week 1	Rate \$1,080.00	<u>Ratir</u> 7.	<u>ng</u> 20						
E 8	All	11/07/1	16 11/07/16	Local News @ 10 Local News @ 10	•	10-1035p		1	:30	1	\$680.00P04	-C 3.60 NM	1	\$680.00
We	<u>Sta</u> eek: 11	art <u>Date</u> /07/16	End Date 11/13/16	<u>Weekdays</u> 1	Spots/Week 1	<u>Rate</u> \$680.00	Ratir 3.	<u>ng</u> 60						
E 9	All	11/07/1	16 11/07/16	Jeopardy 430-5p Jeopardy 430-5p	СМ	430-5p		1	:30	1	\$320.00P04	-C 3.90 NM	1	\$320.00
We	<u>Sta</u> eek: 11	art <u>Date</u> /07/16	End Date 11/13/16	Weekdays 1	Spots/Week 1	<u>Rate</u> \$320.00	<u>Ratir</u> 3.	<u>ng</u> 90						
E 10	All	11/07/1	6 11/07/16	Wheel of Frtune 6 Wheel of Frtune 6		630-7p		1	:30	1	\$760.00P04	-C 7.10 NM	1	\$760.00
We	<u>Sta</u> eek: 11	art <u>Date</u> /07/16	End Date 11/13/16	<u>Weekdays</u> 1	Spots/Week 1	<u>Rate</u> \$760.00	<u>Ratir</u> 7.	<u>ng</u> 10						
E 11	All	11/07/1	16 11/07/16	CBS This Morning		7-9a		1	:30	1	\$120.00P04	-( 2.10 NM	1	\$120.00
We	<u>Sta</u> eek: 11	art Date /07/16	End Date 11/13/16	<u>Weekdays</u> 1	Spots/Week 1	<u>Rate</u> \$120.00	Ratir 2.	<u>ng</u> 10						
E 12	All		6 11/05/16	Local News @ 10 Local News @ 10		10-1030p		1-	:30	1	\$440.00P04	-C 4.10 NM	1	\$440.00
W	<u>Sta</u> eek: 10	art Date /31/16	End Date 11/06/16	Weekdays 1-	Spots/Week	<u>Rate</u> \$440.00	Ratir 4	<u>ng</u> 10						
E 13			16 11/05/16	Local News @ 10 Local News @ 10	30p SaCM	1030-11p		1-	:30	1	\$260.00P04	-( 2.80 NM	1	\$260.00
We	<u>Sta</u> eek: 10	art Date /31/16	End Date 11/06/16	Weekdays 1-	Spots/Week	<u>Rate</u> \$260.00	Ratir 2.	<u>ng</u> 80						
E 14	All		16 11/05/16	Blue Bloods 11p- Blue Bloods 11p-	12a SaCM	11p-12a		1-	:30	1	\$105.00P04	-C 1.10 NM	1	\$105.00
W	<u>Sta</u> eek: 10	art Date /31/16	End Date 11/06/16	Weekdays	Spots/Week	Rate \$105.00	Ratir 1.	<u>ng</u> 10						
E 15	All		16 11/05/16	Local News @ 5p Local News @ 5p	Sa CM	5-530p		1-	:30	1	\$100.00P04	-( 1.90 NM	0	\$0.00
	Sta	art Date	End Date	Weekdays	Spots/Week	<u>Rate</u>	Ratir	<u>ng</u>						

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Order / Rev: 1277089

Advertiser: Hurd for Congress

Product Desc: HURD-CONGRESS 11/1 Alt Order #: 08328272 **KENS** 

Flight Dates: 11/01/16 - 11/08/16 Estimate: N01N08

Ln Ch Start End Inventor	y Code Break Start/End	Time Days Le	en Spots Rate Pri Rtg Type	Spots	Amount
E 15 All 11/05/16 11/05/16 Local Ne	-		:30 1 \$100.00 P04-( 1.90 NM	0	\$0.00
	ws @ 5p Sa				
<u>Start Date</u> <u>End Date</u> <u>Weekda</u> Week: 10/31/16 11/06/16		Rating 1.90			
Spot Ch Date Range Description	Start/End Time	Week	days Length Rate Rtg Type		
1 All 10/31/16-11/06/16 Local News	<i>@ 5p Sa</i> 5-530p		Sa <i>:30 <del>(\$100.00)</del></i> 1.90 <i>NM</i>		
See MG 22.2 [Prgm Change-Football]					
1 All 10/31/16-11/06/16 Local News	<i>@ 5p Sa</i> 5-530p		Sa <i>:30 <del>(\$100.00)</del></i> 1.90 <i>NM</i>		
See MG 22.2 [Prgm Change-Football]					
E 16 All 11/05/16 11/05/16 Local Ne	ws @ 6p Sa CM 6-630p	1-	:30 1 \$240.00P04-( 4.30 NM	1	\$240.00
	ws @ 6p Sa		<b>*</b>		<b>4</b> =10100
<u>Start Date</u> <u>End Date</u> <u>Weekda</u>		Rating			
Week: 10/31/16 11/06/162 E 17 All 11/05/16 11/05/16 Wheel of	. ψ=	4.30 1- :	:30 1 \$280.00 P04-( 2.80 NM	0	\$0.00
	Frtune 630-7p Sa			Ů	φ0.00
<u>Start Date</u> <u>End Date</u> <u>Weekd</u>		Rating			
Week: 10/31/16 11/06/161 Spot Ch Date Range Description	L- 1 \$280.00 <u>Start/End Time</u>	2.80 <u>Week</u>	kdays Length Rate Rtg Type		
1 All 10/31/16-11/06/16 Wheel of Fr	<i>tune 630-7p Sa</i> 630-7p		Sa <i>:30 <del>(\$280.00)</del></i> 2.80 <i>NM</i>		
See MG 22.2 [Political/LUR tv]					
1 All 10/31/16-11/06/16 Wheel of Fr	tune 630-7p Sa 630-7p		sa <i>:30 <del>(\$280.00)</del> 2.80 NM</i>		
See MG 22.2					
[Political/LUR tv] E 18 All 11/06/16 11/06/16 Local Ne	ws @ 10p Su CM 10-1035p	1	:30 1 \$360.00 P04-C 4.10 NM	1	\$360.00
	ws @ 10p Su		.50 1 \$600.001 04 C 4.10 NW	'	φοσσ.σσ
<u>Start Date</u> <u>End Date</u> <u>Weekdate</u> Week: 10/31/16 11/06/16	<del>-</del>	Rating 4.10			
11/00/10	ws @ 1030p SıCM 1035-11p		:30 1 \$240.00P04-( 2.90 NM	1	\$240.00
Local Ne	ws @ 1030p Su		·		
<u>Start Date</u> <u>End Date</u> <u>Weekda</u> Week: 10/31/16 11/06/16	<del>-</del>	Rating 2.90			
	ods 11p-12a SuCM 11p-12a		:30 1 \$80.00P04-( 1.40 NM	1	\$80.00
	ods 11p-12a Su				
<u>Start Date</u> <u>End Date</u> <u>Weekda</u> Week: 10/31/16 11/06/16		Rating 1.40			
E 21 All 11/06/16 11/06/16 NFL Sun	· · · · · · · · · · · · · · · · · · ·		:30 1 \$2,800.00 P04-(12.80 NM	1	\$2,800.00
	Game #2 Int (3:00 PM-6:	_ 1			
<u>Start Date</u> <u>End Date</u> <u>Weekda</u> Week: 10/31/16 11/06/16		Rating 12.80			
E 22 All 11/06/16 11/06/16 Local Net			:30 1 \$280.00P04-( 4.40 NM	1	\$760.00
	ws @ 530p Su	Detina			
<u>Start Date</u> <u>End Date</u> <u>Weekda</u> Week: 10/31/16 11/06/16		Rating 4.40			
Spot Ch Date Range Description	Start/End Time	Week			
1 All 10/31/16-11/06/16 Local News See MG 22.2	<i>@ 530p Su</i> 530-6p		Su <i>:30 <del>(\$280.00)</del> 4.40 NM</i>		
[Prgm Change-Football]					
1 All 10/31/16-11/06/16 Local News	<i>@ 530p Su</i> 530-6p		Su <i>:30 <del>(\$280.00)</del></i> 4.40 <i>NM</i>		
See MG 22.2 [Prgm Change-Football]					
2 All 11/01/16-11/01/16 Wheel of Fr	tune 630-7p 630-7p	-T	:30 \$760.00 4.40 NM		
⊕ MG for 17.1,15.1,22.1		_			
2 All 11/01/16-11/01/16 Wheel of Fr MG for 17.1,15.1,22.1	tune 630-7p 630-7p	-T·	:30 \$760.00 4.40 NM		
E 23 All 11/06/16 11/06/16 Sun Prim	e A CM 6-7p	1 :	:30 1 \$1,200.00P04-C 6.70 NM	1	\$1,200.00
60 Minut		Datin			
Start Date End Date Weekd	ays Spots/Week Rate	<u>Rating</u>		l	

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**KENS** 

Order / Rev: 1277089

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Advertiser: Hurd for Congress

Alt Order #: 08328272

HURD-CONGRESS 11/1

Flight Dates: 11/01/16 - 11/08/16

E 36

E 37

ΑII

Week: 10/31/16

ΑII

Start Date

Start Date

11/02/16 11/02/16

11/02/16 11/02/16

**End Date** 

11/06/16

**End Date** 

Local News @ 6p M-F

Local News @ 6p M-F

Local News @ 6a M-F

Local News @ 6a M-F

<u>Weekdays</u>

Weekdays

--1----

CM

Spots/Week

CM

Spots/Week

6-630p

6-7a

Rate

Rate

\$500.00

--1----

--1----

Rating

Rating

5.40

:30

:30

\$500.00 P04-C 5.40 NM

\$240.00 P04-C 3.60 NM

1

1

\$500.00

\$240.00

Estimate: N01N08

Product Desc:

Ln Ch Break Start/End Time Start End Inventory Code Days Len Spots Rate Pri Rtg Type Spots Amount E 23 All 11/06/16 11/06/16 Sun Prime A :30 \$1,200.00P04-C 6.70 NM \$1,200.00 60 Minutes Start Date **End Date** Weekdays Spots/Week Rate Rating Week: 10/31/16 11/06/16 1 \$1,200.00 6.70 E 24 ΑII 11/06/16 11/06/16 **CBS Sunday Morning** CM 8-930a ----1 :30 1 \$480.00 P04-C 4.50 NM 1 \$480.00 **CBS Sunday Morning** Start Date **End Date** Weekdays Spots/Week Rating Rate Week: 10/31/16 11/06/16 \$480.00 4.50 E 25 ΑII 11/03/16 11/03/16 Local News @ 10p M-F CM 10-1035p ---1---:30 1 \$680.00 P04-C 3.60 NM 1 \$680.00 Local News @ 10p M-F Weekdays Spots/Week Start Date **End Date** Rate Rating \$680.00 11/06/16 ---1---Week: 10/31/16 3.60 ΑII 11/03/16 11/03/16 Jeopardy 430-5p CM 430-5p ---1---:30 \$320.00 P04-C 3.90 NM \$320.00 1 Jeopardy 430-5p Start Date **End Date** Weekdays Spots/Week Rating Rate Week: 10/31/16 --1--11/06/16 \$320.00 3.90 E 27 11/03/16 11/03/16 Wheel of Frtune 630-7p CM 630-7p ---1---:30 \$760.00 P04-C 7.10 NM \$760.00 Wheel of Frtune 630-7p (6:30 PM-7:00 PM) Start Date **End Date** Weekdays Spots/Week Rating Rate Week: 10/31/16 11/06/16 ---1---7.10 \$760.00 E 28 ΑII 11/03/16 11/03/16 **CBS This Morning** CM 7-9a ---1---:30 \$120.00 P04-( 2.10 NM \$120.00 **CBS This Morning** Start Date **End Date Weekdays** Spots/Week Rating Rate ---1---11/06/16 \$120.00 Week: 10/31/16 2.10 -1----E 29 ΑII 11/01/16 11/01/16 Local News @ 10p M-F CM 10-1035p :30 \$680.00 P04-C 3.60 NM \$680.00 Local News @ 10p M-F Start Date **End Date** Spots/Week Rating <u>Weekdays</u> Rate 11/06/16 -1----Week: 10/31/16 \$680.00 3.60 E 30 11/01/16 11/01/16 Local News @ 6p M-F CM 6-630p -1----:30 \$500.00 P04-C 5.40 NM 1 \$500.00 Local News @ 6p M-F Start Date **End Date** Spots/Week **Weekdays** Rate Rating -1----Week: 10/31/16 11/06/16 \$500.00 5.40 ΑII 11/01/16 11/01/16 Wheel of Frtune 630-7p CM 630-7p -1----:30 \$760.00 P04-C 7.10 NM \$760.00 1 Wheel of Frtune 630-7p **End Date** Spots/Week Start Date **Weekdays** Rate Rating Week: 10/31/16 11/06/16 -1----\$760.00 7.10 E 32 ΑII 11/01/16 11/01/16 Tue Prime A CM 7-8p -1----:30 1 \$1,600.00 P04-(12.20 NM \$1,600.00 **NCIS** Start Date **End Date** Weekdays Spots/Week Rate Rating Week: 10/31/16 11/06/16 -1----1 \$1,600.00 12.20 **CBS** This Morning ΑII 11/01/16 11/01/16 CM 7-9a -1----:30 \$120.00 P04-( 2.10 NM 1 \$120.00 **CBS This Morning** Start Date **End Date** Weekdays Spots/Week Rate Rating Week: 10/31/16 11/06/16 -1----\$120.00 2.10 1 \$1,440.00 P04-(10.00 NM \$1,440.00 11/01/16 11/01/16 Tue Prime B CM 8-9p -1----:30 1 Bull Start Date End Date Weekdays Spots/Week Rate Rating Week: 10/31/16 11/06/16 -1----\$1,440.00 10.00 E 35 11/02/16 11/02/16 Jeopardy 430-5p CM 430-5p --1----:30 \$320.00 P04-( 3.90 NM \$320.00 1 Jeopardy 430-5p Start Date **End Date** Weekdays Spots/Week Rating Rate Week: 10/31/16 11/06/16 --1----\$320.00 3.90

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**KENS** 

Order / Rev: 1277089

Advertiser: Hurd for Congress

Alt Order #: 08328272 Product Desc: HURD-CONGRESS 11/1

Flight Dates: 11/01/16 - 11/08/16 Estimate:

N01N08

Ln Ch Start End	Inventory Code Break	Start/End 1	Time Days	Len Spots	Rate Pri Rtg Type Spots	Amount
E 37 All 11/02/16 11/02/16	Local News @ 6a M-F CM Local News @ 6a M-F	6-7a	1	:30 1	\$240.00 P04-( 3.60 NM 1	\$240.00
<u>Start Date</u> <u>End Date</u> Week: 10/31/16 11/06/16	Weekdays Spots/Week	<u>Rate</u> \$240.00	Rating 3.60			
E 38 All 11/02/16 11/02/16	Wheel of Frtune 630-7p CM Wheel of Frtune 630-7p	630-7p	1	:30 1	\$760.00 P04-C 7.10 NM 1	\$760.00
<u>Start Date</u> <u>End Date</u> Week: 10/31/16 11/06/16	Weekdays Spots/Week	<u>Rate</u> \$760.00	Rating 7.10			
E 39 All 11/02/16 11/02/16	CBS This Morning CM CBS This Morning	7-9a	1	:30 1	\$120.00 P04-( 2.10 NM 1	\$120.00
<u>Start Date</u> <u>End Date</u> Week: 10/31/16 11/06/16	Weekdays Spots/Week	<u>Rate</u> \$120.00	Rating 2.10			
N40 KENS 11/01/16 11/01/16	Tue Prime A CM Tue Prime A	7-8p	-T	:30 1	\$1,600.00 P04-C 0.00 NM 1	\$1,600.00
N41 KENS 11/01/16 11/04/16	Local News @ 6p M-F CM Local News @ 6p M-F	6-630p	-TWTF	:30 1	\$500.00 P04-C 0.00 NM 1	\$500.00
<u>Start Date</u> <u>End Date</u> Week: 10/31/16 11/06/16	<u>Weekdays</u> <u>Spots/Week</u> -TWTF 1	<u>Rate</u> \$500.00	Rating 0.00			
N42 KENS 11/01/16 11/04/16	Local News @ 5a M-F CM Local News @ 5a M-F	5-6a	-TWTF	:30 1	\$165.00 P04-C 0.00 NM 1	\$165.00
<u>Start Date</u> <u>End Date</u> Week: 10/31/16 11/06/16	<u>Weekdays</u> <u>Spots/Week</u> -TWTF 1	<u>Rate</u> \$165.00	Rating 0.00			
N 43 KENS 11/01/16 11/01/16	Tue Prime B CM Tue Prime B	8-9p	-T	:30 1	\$1,440.00 P04-C 0.00 NM 1	\$1,440.00
					Totals 4	\$3,705.00